

Message Text

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PAGE 01 STATE 072245

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INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

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DRAFTED BY COM/SAD/H SOCKS:EMB

APPROVED BY EB/OCA/REP/EMCKEON

COM/SAD/JEURRIN

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AF/EPS/LMWHITE

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P 312124Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY GABORONE PRIORITY

AMCONSUL JOHANNESBURG PRIORITY

AMEMBASSY KINSHASA PRIORITY

AMEMBASSY LAGOS PRIORITY

AMCONSUL LUBUMBASHI PRIORITY

AMEMBASSY LUSAKA PRIORITY

UNCLAS STATE 072245

E.O. 11652: N/A

TAGS: BEXP, BC, SF, CG, NI, ZA

SUBJECT: RAILWAY EQUIPMENT TRADE MISSION

REF: LAGOS 2689, 2811

1. INFORMATION REQUESTED IN ABOVE REFERENCED MESSAGES WAS
CONTAINED IN THE INFORMATION SHEETS (FORM DIB-471P) AND
MISSION BROCHURE MATERIAL HAND CARRIED BY ADVANCE OFFICER,
MRS. MILLER.

2. REPLIES TO SPECIFIC INQUIRIES REFTEL ARE AS FOLLOWS:

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A. KERSHAW DESIRES APPOINTMENTS WITH PROSPECTIVE AGENTS,

DISTRIBUTORS NIGERIA, ZAMBIA, BOTSWANA NOT ZAIRE, BUT WISHES EXPLORE POSSIBILITIES CHANGING REPRESENTATION (AGENCY/DISTRIBUTORSHIP) ZAIRE.

B. GREGG COMPANY REPRESENTED IN NIGERIA, ZAMBIA BUT SEEKS REPRESENTATION ZAIRE, BOTSWANA. INTERESTED IN DIRECT SALES, MEETINGS WITH END-USERS ALL COUNTRIES.

C. ONAN NOT SEEKING NEW AGENTS/DISTRIBUTORS AS INDICATED IN INFORMATION SHEET INTERESTED IN END-USERS ALL, REPEAT ALL COUNTRIES.

D. GRS INTERNATIONAL INTERESTED IN MEETING WITH END-USERS AS INDICATED IN MISSION BROCHURE WRITE UP, I.E., APPROPRIATE GOVERNMENT OFFICIALS AT MINISTERIAL, TECHNICAL LEVEL, OTHER KEY PERSONNEL IN RAILROAD INDUSTRY.

E. FORD BACON, DAVIS INFORMATION INDICATED IN TRADE MISSION BROCHURE WRITE UP INTERESTED IN MEETING WITH KEY GOVERNMENT OFFICIALS RELATIVE TO RAILWAY OPERATIONS PORT AND TERMINAL OPERATIONS, MINING PIPELINE, RELATED INVESTMENT INTERESTS.

3. FOR JOHANNESBURG: ALL, REPEAT ALL 11 FIRMS PLAN TO VISIT JOHANNESBURG. REQUEST CONSULATE RESERVE 11 SINGLES FOR MISSION AT CARLTON HOTEL IF POSSIBLE. CONFIRM SOONEST. ALL DETAILS WITH RESPECT TO FIRMS FOLLOWS.

4. MISSION NOW COMPRISED OF 11 FIRMS: CAM INDUSTRIES; FORD BACON AND DAVIS; GENERAL ELECTRIC; GENERAL MOTORS; GENERAL RAILWAY SIGNAL (GRS); GREGG COMPANY; KERSHAW MANUFACTURING CO., INC., KORODY COLYER CO; MOTOROLA, INC.; ONAN INTERNATIONAL; PORTEC, INC.

5. BOTH BERWICK FORGE AND FARREL CANCELED PARTICIPATION.

KISSINGER

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To: GABORONE MULTIPLE
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